

Henderson; Dr. Michael K. Hooker; Dr. Donald R. Johnson; Dr. Patrick N. Keating; Dr. Herbert Rabin; Joseph A. Sciulli.

333-6990

The Advisory Board of the Office of Technology Development was formed in December 1988. The Board consists of private sector and public leaders in technology who oversee and advise the Office on the development and implementation of its programs.

MARYLAND INTERNATIONAL DIVISION

Eric Feldmann, *Director*

Harold R. Zassenhaus, *Assistant Director*

World Trade Center, 7th floor
401 E. Pratt St.
Baltimore, MD 21202

333-8180

The Maryland International Division (MID) directs and coordinates State efforts to promote international business development. The goal is to expand job and income opportunities through international trade, commerce, and reverse investment programs. The Division was created by the Secretary of Economic and Employment Development and funded by the General Assembly in 1988.

The Division helps Maryland firms sell their products and services in the international marketplace. The Division also encourages foreign companies to locate new international business enterprises in Maryland and to retain or expand such enterprises here. State international marketing activities are coordinated and implemented by the Division under the authority of the Governor and the Governor's International Cabinet. The Division also coordinates its work with federal, State and local agencies. Within the Division are the Office of International Trade, the Office of International Business Development, the Maryland Sisters Program, and the Maryland Industrial Development Financing Authority Export Finance Program.

PRIVATE SECTOR ADVISORY COUNCIL

James W. Zug, *Chairperson*, 1993

Appointed by Governor: Nicholas Brown, 1991; John M. Celentano, 1991; William H. Cowie, Jr., 1991; Peter F. Osterchrist, 1991; Stephen B. Phillips, 1991; Jose Catita, 1992; Jack D. Jenkins, 1992; Donald A. Manekin, 1992; Otis A. Thomas, Ph.D., 1992; Richard H. White, 1992; Paul F. Connor, 1993; Esther Coopersmith, 1993; Jack R. Harris, Ph.D., 1993; Warren R. Hartenstine, 1993; Shirley A. Coffield, 1994; Gregory G. Gagarin, 1994; Tai-Young Lee, Ph.D., 1994; one vacancy.

333-8180

The Private Sector Advisory Council was formed in 1989 (Chapter 483, Acts of 1989). The Council advises the Governor, the Governor's International Cabinet, and the General Assembly on policies that concern the State's role in international trade, commerce, tourism, direct foreign investment, and related international activities. Between public agencies and the private sector involved in international activities, the Council fosters coordination and communication. The Council also evaluates federal, State and local programs designed to promote or assist international activities.

The Governor appoints the Council's nineteen members to four-year terms (Code 1957, Art. 83A, sec. 2-108).

OFFICE OF INTERNATIONAL TRADE

Kathleen Bond, *Director of Marketing*

333-8184

The Office of International Trade was created in 1985 to promote international trade opportunities and activities for the citizens of Maryland (Chapter 119, Acts of 1985). To achieve that end, the Office strives to increase public awareness of international trade options, provides technical assistance to businesses seeking overseas markets, and helps export businesses increase sales to existing markets or develop new ones. The Office works with other State agencies, local economic development offices, universities, federal and quasi-federal agencies, and trade associations to expand the international trade assistance available to the Maryland business community.

An outreach program for firms with export potential is provided by the Office along with in-depth counseling and market information tailored to the particular needs of each firm. The Office issues publications on techniques of international trade and services available to improve that trade. Monthly, the Office newsletter informs Maryland businesses of market trends and international marketing seminars on policies and programs affecting international commerce. Seminars and conferences sponsored by the Office include a series of quarterly seminars on export strategies, methods of payment and finance, documentation, and federal export controls.

With the cooperation of the federal government, local governments, and trade organizations, the Office organizes overseas trade missions, trade fairs, and promotional events, and encourages Maryland businesses to participate in these events. It also supports foreign buyer missions and sister-state relationships. Additionally, the Office helps Maryland businesses to obtain export-related financing through the Maryland Industrial Development Financing